

INVOLVE YOUR BUSINESS IN THESE PROJECTS

“In The Pipeline” Up to £40bn of New Investment

NEW FACILITY PROJECT/INVESTMENT

Dong Energy Walney Extension
 Dong Energy west coast operations hub onshore base
 13.1ha and 4500m² with 21 vessel capacity
 Vattenfall's Ormonde 1142m² onshore base
 476m² warehouse extension
 Stag Energy Gas processing storage
 Ministry of Defence £40bn UK submarine build programme
 BAE Systems site infrastructure (Foundations for the Future)
 29,854m² strategic bulk store for BAE Systems
 2070m² office by Yorkon
 GSK Biopharmaceutical plant phase 1 then phases 2+3
 GSK Cephalosporin manufacture enhancement
 Centrica Energy Gas Processing improvements
 Centrica Energy gas exploration
 Centrica Energy production boost access 8.8bn cum3 gas
 Electricity NW 132KV power line upgrades
 E Lift Health Centre Alfred Barrow school site
 Gyrodatta 7 acre expansion 45000ft² facility Park Road
 Kimberly-Clark Park Road
 National Grid NW Coast connections 400KV power lines
 Oil States UK (Barrow) Ltd
 Siemens Sub Sea \$100m subsea research programme
 United Utilities/Environment Agency flood relief
 United Utilities Outfall pipeline
 United Utilities Capital spend £2.4bn wastewater £1.3bn water
 Sub Total Furness
 NDA LLW to 2025 Drigg storage facilities enhancement
 AP1000 Nuclear Generating Station (Toshiba)
 United Utilities Thirlmere, West Cumbria pipeline
 Sellafield PU fuel manufacturing
 New nuclear fuel storage
 Metal recycling and new plasma technology
 Data storage centres

Sub Total West Cumbria

TOTAL

Notes: * Estimates ** around Morecambe Bay

STRATEGIC MANUFACTURING PROGRAMMES

Ministry of Defence Successor Submarine programme
 Siemens subsea connector build***
 GSK Biopharm Cephalosporin Manufacture***
 Kimberly-Clark manufacture***
 Moorside power generation
 NMP Sellafield Decommissioning

TOTAL

Notes: * Total value - some 60-70% will be outsourced to the supply chain. Barrow stands to gain £4B GVA 2014-60 and rest of Britain £7b GVA ** Estimated over 5 years *** Ongoing supply chain potential

LOCATION

Barrow/East Irish Sea
 Barrow Port
 Barrow Port Waterfront
 Rampside/offshore
 UK wide including Barrow
 Barrow
 Barrow, Waterfront
 Barrow
 Ulverston
 Ulverston
 Rampside, Barrow
 East Irish Sea
 N.Morecambe gas field
 Upgrade of power lines
 Duke St Barrow
 Park Road Barrow
 Park Road Barrow
 Moorside to Lancashire
 Sowerby Woods Barrow
 Ulverston/international
 East Ulverston
 Rampside
 Drigg
 Moorside
 Thirlmere, W Cumbria
 Sellafield
 Sellafield
 Sellafield
 Sellafield

LOCATION

UK wide inc Barrow
 Ulverston
 Ulverston
 Barrow
 Moorside Sellafield
 Sellafield

VALUE £M

£2,000
 £5
 Not available
 Not available
 Not available
 £300
 Not available
 Not available
 £350
 £50*
 £84
 £100*
 £16*
 Not available
 £12
 Not available
 Not available
 £1,296
 £15*
 £64m
 £18
 £8
 £3.8bn
 £4,374
 £144
 £16,000
 £300
 Not available
 Not available
 Not available
 Not available
 £16,444
 £20,818bn

VALUE £BN

£11-14.00*
 £0.50**
 £0.16/yr
 £0.10/yr
 £ Not defined
 £8.00***
 £19-22.76bn



The Supply Chain Growth Centre™ Barrow-in-Furness
 Helping Companies Capture More Spend and Contracts

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Furness Economic Development Forum



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FEDF Supply Chain Growth Team - helping you capture some of the supply chain spend

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Welcome to the Supply Chain Growth Programme - our commitment is...

To deliver help to local companies to engage more effectively in supply chains, fully exploiting and benefiting from Coastal Cumbria's major construction, energy and manufacturing projects.

Strengthening supply chains in south west Cumbria helps local companies open up supply chain opportunities and stimulates new jobs in local economies. It also improves knowledge of, and access to new career paths.

Our aim is to help firms overcome supply chain barriers, bid for and win £30m-£60m of work that could be lost to other areas.

The Supply Chain Growth Team of Furness Economic Development Forum is using the Government's Coastal Communities Fund to deliver the growth programme as bespoke one-to-one assistance and through working in partnership and interdependently with Cumbria Growth Hub, The Chamber of Commerce, UKTI, MyMas, Cumbria LEP, local authorities and companies.

Key Tasks

- 1-to-1 Supply Chain Growth Support
- Brokering Suppliers - Buyer links
- Capturing £30m-£60m of spend
- To create jobs in SMEs
- Promoting new career paths
- Offering apprenticeship subsidies to SMEs

The Area We Cover



CAPTURING MORE GROWTH FROM HUGE INVESTMENTS
2015-25

Targeted Outcome

To create jobs and a lasting legacy, outcomes where the coastal area has a more resilient business and economic base comprising firms able to collaborate or be capable of trading successfully in and beyond Furness across the UK, and in export activity creating wealth and sustainable jobs.



HELPING YOU OVERCOME SUPPLY CHAIN BARRIERS

A lack of access to, information on awareness of procurement opportunities, Contract packages scope

Just who to contact and how to do business with large firms

Market power issues getting round incumbent supplier firms being better placed to bid

Cost of bidding / tender complexity / questions so demystify the process

Accreditation / Achilles Fpal quality and standards needs

Lack of confidence / inability to respond to tenders / whether SMEs are "fit to supply" e.g. whether they have the necessary management systems, environmental, quality, equality policies

Lack of confidence in the procurement process – unwillingness on the part of SMEs to commit valuable time and resources in responding to tenders they believe they have no chance of winning

Client expectations: quality, safety, invoice payment terms Innovation and partnering

Unsuccessful Tender feedback

Barriers are consistently centred on difficulties in communication and information, rather than implying a fundamental inability of suppliers to provide goods and services

WITH FOCUSED GROWTH SUPPORT

DIRECT 1-TO-1 SUPPORT

CONTRACT PIPELINES AWARENESS RAISING

ACCREDITATION STANDARDS PREQUALIFICATION AWARENESS TRAINING

CAPABILITIES GUIDE COMPANY REGISTER "Find it in Furness"

PRIME & TIER 1 SUPPLIER ENGAGEMENT

GAP / OPPORTUNITIES ANALYSIS

WORKSHOPS & SEMINARS

COLLABORATION SUPPORT

FURNESS SUPPLIER GROUP

CAREER PATH AWARENESS RAISING

JOBS AWARENESS

APPRENTICE BURSARIES

STAKEHOLDER ENGAGEMENT POLICY INFLUENCE

ACCESS NATIONAL PROJECTS

- Hinkley C Nuclear site
- HS2 rail line
- Defence projects
- Council capital projects, etc

ACCESS LOCAL PROJECTS

- Company Expansions
- Local Authority Capital Projects
- Highways England
- NHS E- lift health
- Road Rail Port Facilities

ACCESS EXPORT PROJECTS



"Supply Chain Strengthening and Transforming Skills"

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